LEADERSHIP TRAINING FOR MANAGERS

IGNITING WORKPLACE ENTHUSIASM

BUILD A CULTURE OF ENGAGEMENT
ENCOURAGE INNOVATION
CREATE AND SUSTAIN CHANGE

INSTILL ACCOUNTABILITY
DEVELOP ALIGNMENT BEHIND A VISION AND STRATEGIC PLAN
LEARN HOW TO
Implement a process that drives innovation
Master the 8-step planning process
Align performance goals with strategy
Build effective coaching techniques
Empower others and hold them accountable
Master problem analysis and decision-making
Learn the 8-step delegation process
Handle mistakes with consideration
Effectively communicate change
Build a culture of engagement
Strengthen listening skills
Recognize team success with enthusiasm

WHO SHOULD ATTEND
Managers or leaders who want to excel in their leadership competencies and want to move up to higher leadership roles.

WHAT WE WILL COVER
Understanding the distinction between personal leadership and organizational leadership
Planning and innovation process
Understanding the performance process and accountability
Creating a coaching and appraisal process
Improving problem analysis and decision-making
Recognizing human potential
Employing a delegation process
Handling mistakes
Striving for continuous improvement

DRIVE THE EMOTIONS THAT CREATE ENGAGEMENT IN YOUR TEAM!

The leadership paradigm shift is complete. Engaging leaders know that to achieve results they must engage employees by focusing on developing teams that are empowered, confident, enthusiastic, and inspired. In fact, Dale Carnegie Training® and MSW/ASR Research conducted a study that identified those specific emotions as being a catalyst to having an engaged workforce. In short, the research found that the practice of “caring leadership” by managers fosters a strong culture of engagement within their teams.

4 TRAITS OF ENGAGED EMPLOYEES

- **ENTHUSIASM**: employees are enthusiastic about work
- **INSPIRED**: employees are motivated by their leaders
- **EMPOWERED**: employees are allowed to do the work their way
- **CONFIDENT**: employees are sure they can achieve excellence

As a caring manager, you understand that developing a culture of engagement will foster consensus, teamwork, bottom-up idea generation, alignment, and loyalty. You can develop similar outcomes for your team, department, or organization when you partner with Dale Carnegie Training and attend Leadership Training for Managers. This leadership program will give you the tools to drive engagement in your team, which will create the alignment needed for you to achieve organizational goals.

The only sustainable competitive advantage is the innovation and creativity of the employees of an organization. Start building a leadership culture of engagement where employees are confident to get the work done, empowered to drive innovation, enthusiastic to deliver results, and inspired to succeed each day.

FORMAT

*Leadership Training for Managers* is offered in various formats. The most popular are 7 weeks or 3 days. Check your local office for listings.
Case Study

CUSTOMER:
Fred Weber, Inc.

TYPE OF BUSINESS:
Construction

NUMBER OF EMPLOYEES:
800

CHALLENGE:
Much of Fred Weber’s knowledge base was lost due to employee retirements at a time when the company was making major acquisitions. The new management coming up through the ranks lacked the leadership skills needed to integrate the new operations.

SOLUTION:
Dale Carnegie’s Leadership Training for Managers was tailored to their issues by offering the right balance of team-building, principles-based learning and practical skill development that helped the company achieve a unified vision. The process created an environment that allowed individuals from across the company to communicate and learn from each other.

RESULTS:
New innovation projects revealed opportunities that resulted in saving over $2 million. In a one-year period of intense growth, 76 employees assumed new leadership roles. With a new generation of leaders, Weber is once again poised for growth.

What Our Customers are Saying

“I can’t say enough about what this process has done for our company...We gained the ability to ensure that we were all pursuing common goals. To have the entire organization aligned behind our chairman’s vision is powerful and results in outstanding rewards for our employees and our shareholders.”

Tony Giordano
Senior Vice President for Material Services
Fred Weber, Inc.

LEADERSHIP TRAINING FOR MANAGERS
SCHEDULE

For the most up-to-date listing of class schedules, and for more information, please visit us online at: dalecarnegie.com